

October 2023



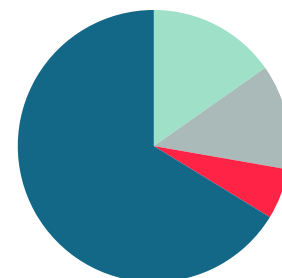
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2023 for MLS Technology Inc.

| Compared Metrics | 2022 | October 2023 | +/-% |
|--|---------|--------------|---------|
| Closed Listings | 73 | 61 | -16.44% |
| Pending Listings | 65 | 50 | -23.08% |
| New Listings | 82 | 74 | -9.76% |
| Average List Price | 204,801 | 204,470 | -0.16% |
| Average Sale Price | 194,514 | 196,908 | 1.23% |
| Average Percent of Selling Price to List Price | 94.16% | 96.44% | 2.42% |
| Average Days on Market to Sale | 33.62 | 57.36 | 70.63% |
| End of Month Inventory | 223 | 265 | 18.83% |
| Months Supply of Inventory | 2.93 | 4.42 | 50.90% |



■ Closed (15.25%)
■ Pending (12.50%)
■ Other OffMarket (6.00%)
■ Active (66.25%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of October 31, 2023 = **265**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **18.83%** to 265 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **4.42** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.23%** in October 2023 to \$196,908 versus the previous year at \$194,514.

Average Days on Market Lengthens

The average number of **57.36** days that homes spent on the market before selling increased by 23.74 days or **70.63%** in October 2023 compared to last year's same month at **33.62** DOM.

Sales Success for October 2023 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 74 New Listings in October 2023, down **9.76%** from last year at 82. Furthermore, there were 61 Closed Listings this month versus last year at 73, a **-16.44%** decrease.

Closed versus Listed trends yielded a **82.4%** ratio, down from previous year's, October 2022, at **89.0%**, a **7.40%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

| | |
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| Closed Listings | 2 |
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| Inventory | 5 |
| Months Supply of Inventory | 6 |
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| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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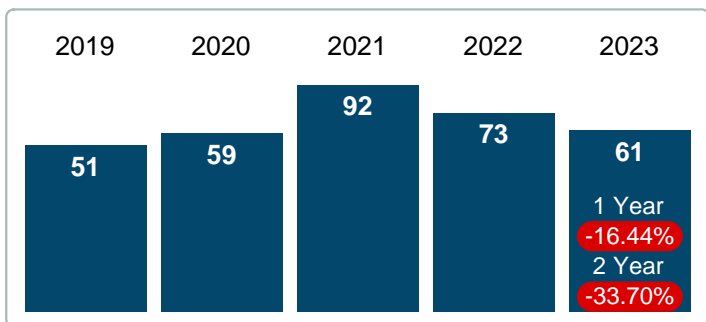
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



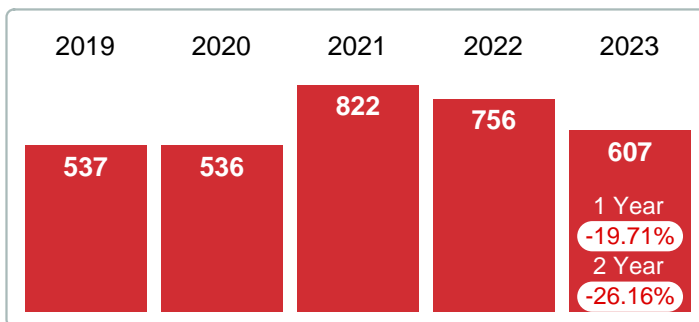
CLOSED LISTINGS

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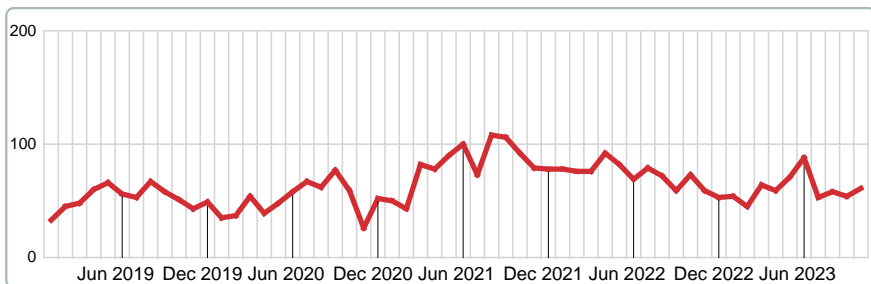
OCTOBER



YEAR TO DATE (YTD)

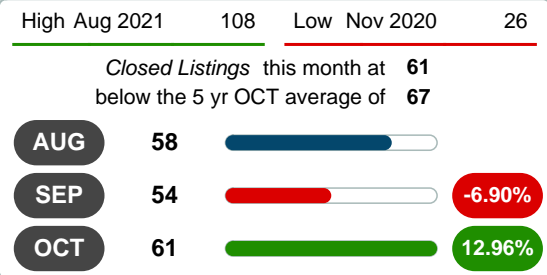


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 5 | 8.20% | 51.6 | 4 | 1 | 0 | 0 |
| \$75,001 - \$100,000 | 7 | 11.48% | 85.0 | 4 | 3 | 0 | 0 |
| \$100,001 - \$125,000 | 6 | 9.84% | 63.7 | 4 | 2 | 0 | 0 |
| \$125,001 - \$225,000 | 21 | 34.43% | 44.8 | 7 | 12 | 2 | 0 |
| \$225,001 - \$250,000 | 6 | 9.84% | 66.3 | 1 | 5 | 0 | 0 |
| \$250,001 - \$300,000 | 8 | 13.11% | 63.5 | 1 | 5 | 2 | 0 |
| \$300,001 and up | 8 | 13.11% | 52.1 | 0 | 6 | 1 | 1 |
| Total Closed Units | 61 | | | 21 | 34 | 5 | 1 |
| Total Closed Volume | 12,011,401 | 100% | 57.4 | 2.72M | 7.53M | 1.40M | 365.00K |
| Average Closed Price | \$196,908 | | | \$129,300 | \$221,591 | \$279,400 | \$365,000 |

October 2023



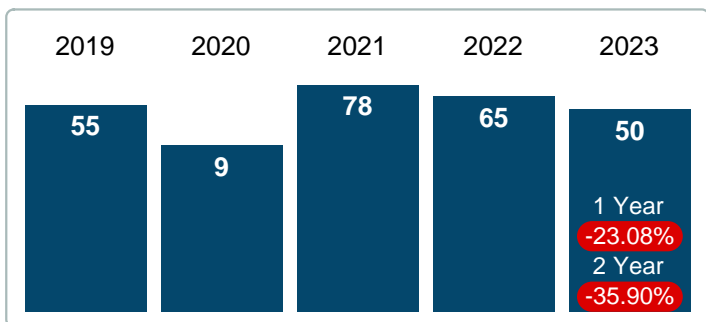
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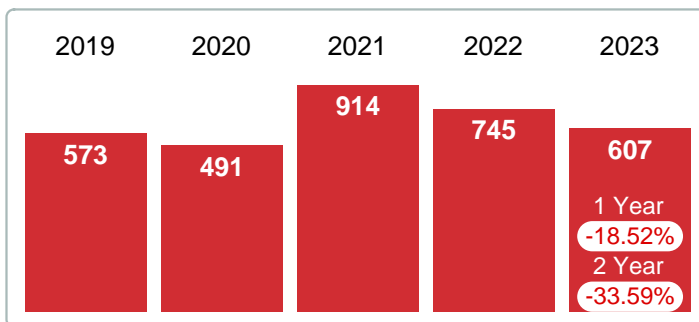
PENDING LISTINGS

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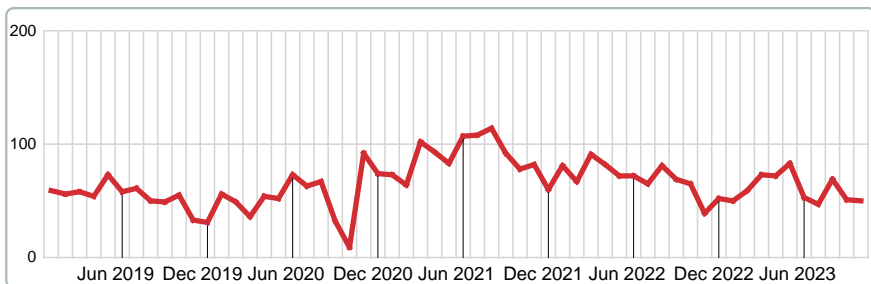
OCTOBER



YEAR TO DATE (YTD)

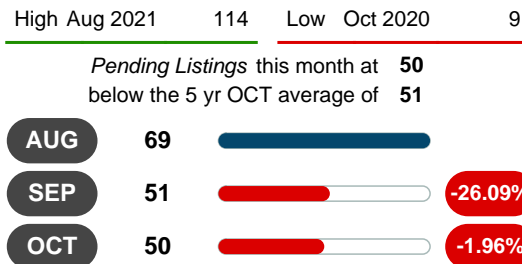


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 3 | 6.00% | 95.7 | 2 | 1 | 0 | 0 |
| \$75,001 - \$100,000 | 8 | 16.00% | 66.4 | 7 | 1 | 0 | 0 |
| \$100,001 - \$125,000 | 5 | 10.00% | 11.6 | 5 | 0 | 0 | 0 |
| \$125,001 - \$200,000 | 15 | 30.00% | 52.3 | 4 | 9 | 2 | 0 |
| \$200,001 - \$250,000 | 5 | 10.00% | 22.0 | 1 | 3 | 1 | 0 |
| \$250,001 - \$325,000 | 9 | 18.00% | 85.0 | 3 | 4 | 2 | 0 |
| \$325,001 and up | 5 | 10.00% | 46.8 | 0 | 4 | 0 | 1 |
| Total Pending Units | 50 | | | 22 | 22 | 5 | 1 |
| Total Pending Volume | 9,949,698 | 100% | 50.6 | 2.90M | 5.45M | 1.20M | 399.00K |
| Average Listing Price | \$159,629 | | | \$131,809 | \$247,827 | \$239,740 | \$399,000 |

October 2023



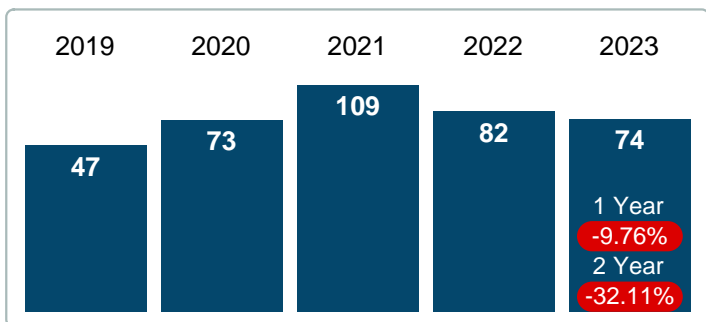
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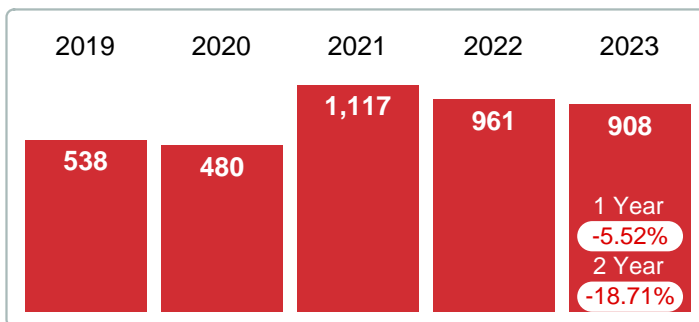
NEW LISTINGS

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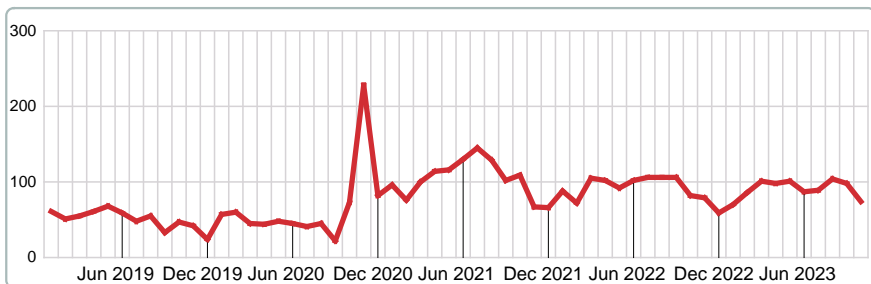
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 77

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 74
below the 5 yr OCT average of 77



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|--------------|
| \$80,000 and less | 6 | 8.11% | 5 | 1 | 0 | 0 |
| \$80,001 - \$110,000 | 7 | 9.46% | 6 | 1 | 0 | 0 |
| \$110,001 - \$150,000 | 13 | 17.57% | 7 | 5 | 1 | 0 |
| \$150,001 - \$230,000 | 22 | 29.73% | 2 | 13 | 7 | 0 |
| \$230,001 - \$280,000 | 9 | 12.16% | 0 | 6 | 3 | 0 |
| \$280,001 - \$370,000 | 9 | 12.16% | 1 | 6 | 2 | 0 |
| \$370,001 and up | 8 | 10.81% | 1 | 5 | 2 | 0 |
| Total New Listed Units | 74 | | 22 | 37 | 15 | 0 |
| Total New Listed Volume | 17,858,400 | 100% | 2.85M | 9.44M | 5.57M | 0.00B |
| Average New Listed Listing Price | \$136,520 | | \$129,414 | \$255,068 | \$371,587 | \$0 |

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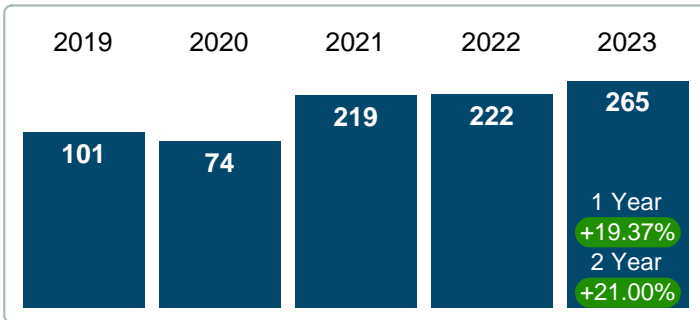
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



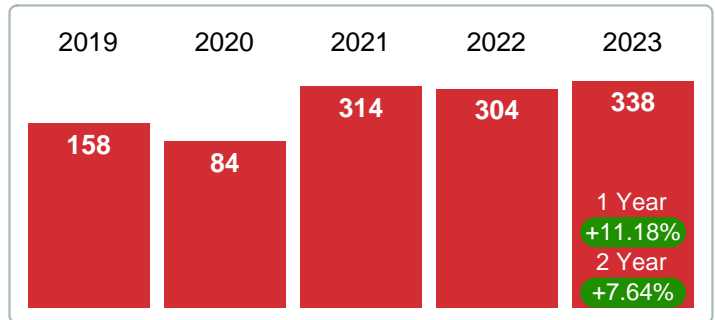
ACTIVE INVENTORY

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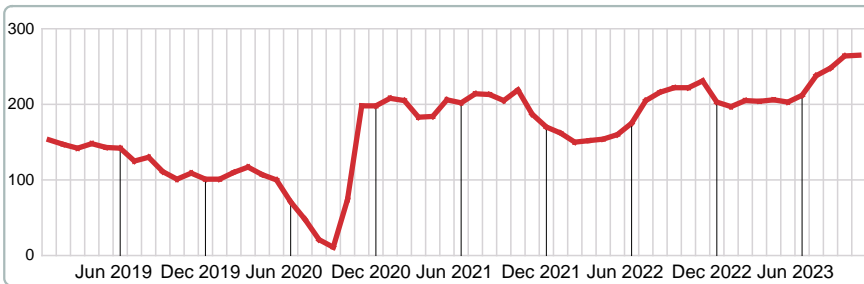
END OF OCTOBER



ACTIVE DURING OCTOBER

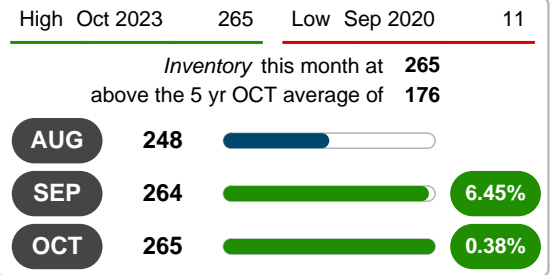


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 176



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 17 | 6.42% | 63.1 | 12 | 5 | 0 | 0 |
| \$75,001 - \$125,000 | 23 | 8.68% | 90.4 | 13 | 8 | 2 | 0 |
| \$125,001 - \$175,000 | 46 | 17.36% | 73.1 | 9 | 32 | 4 | 1 |
| \$175,001 - \$275,000 | 70 | 26.42% | 71.9 | 10 | 37 | 22 | 1 |
| \$275,001 - \$375,000 | 46 | 17.36% | 78.1 | 2 | 33 | 8 | 3 |
| \$375,001 - \$650,000 | 37 | 13.96% | 86.6 | 6 | 17 | 11 | 3 |
| \$650,001 and up | 26 | 9.81% | 109.8 | 1 | 12 | 8 | 5 |
| Total Active Inventory by Units | 265 | | | 53 | 144 | 55 | 13 |
| Total Active Inventory by Volume | 91,357,042 | 100% | 80.0 | 9.70M | 49.96M | 22.98M | 8.71M |
| Average Active Inventory Listing Price | \$344,744 | | | \$183,058 | \$346,972 | \$417,896 | \$669,746 |

October 2023



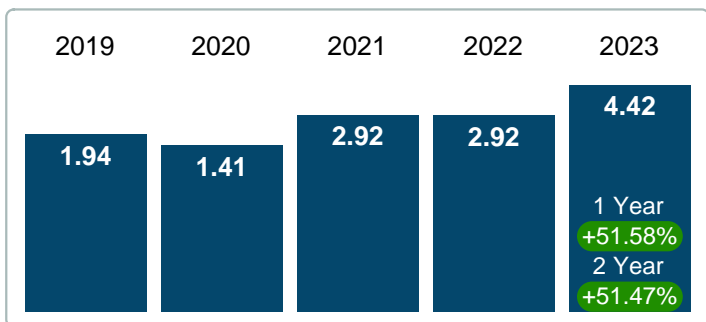
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



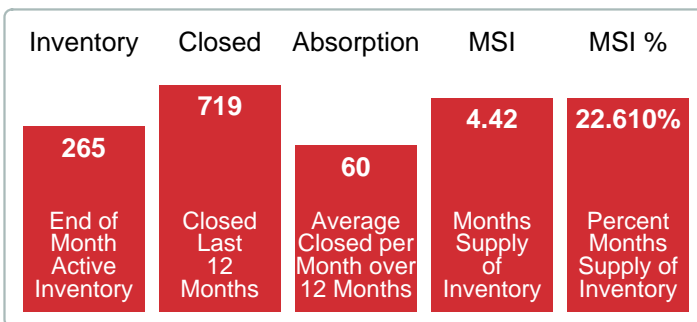
MONTHS SUPPLY of INVENTORY (MSI)

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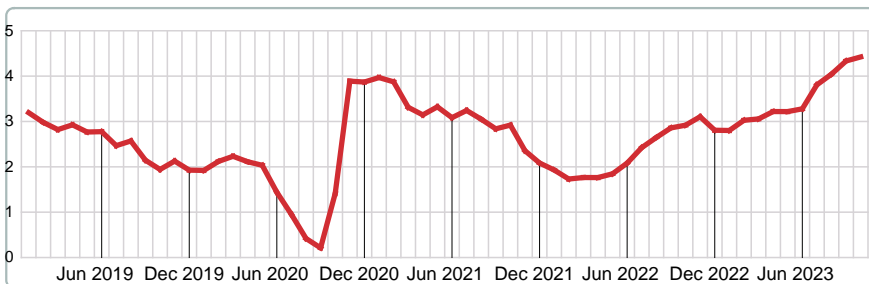
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

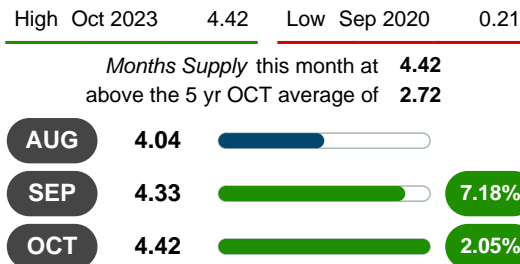


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.72



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Active Inventory by Price Range and MSI | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|----|--------|-------|----------|--------|--------|---------|
| \$75,000 and less | 17 | 6.42% | 2.00 | 2.32 | 1.94 | 0.00 | 0.00 |
| \$75,001 - \$125,000 | 23 | 8.68% | 2.23 | 2.56 | 1.78 | 3.00 | 0.00 |
| \$125,001 - \$175,000 | 46 | 17.36% | 4.35 | 3.38 | 4.99 | 3.00 | 6.00 |
| \$175,001 - \$275,000 | 70 | 26.42% | 3.98 | 6.00 | 3.08 | 6.14 | 3.00 |
| \$275,001 - \$375,000 | 46 | 17.36% | 7.17 | 4.80 | 7.62 | 5.65 | 12.00 |
| \$375,001 - \$650,000 | 37 | 13.96% | 7.05 | 36.00 | 6.58 | 5.28 | 7.20 |
| \$650,001 and up | 26 | 9.81% | 20.80 | 0.00 | 20.57 | 24.00 | 15.00 |
| Market Supply of Inventory (MSI) | | | 4.42 | 3.49 | 4.36 | 5.50 | 7.43 |
| Total Active Inventory by Units | | 100% | 4.42 | 53 | 144 | 55 | 13 |

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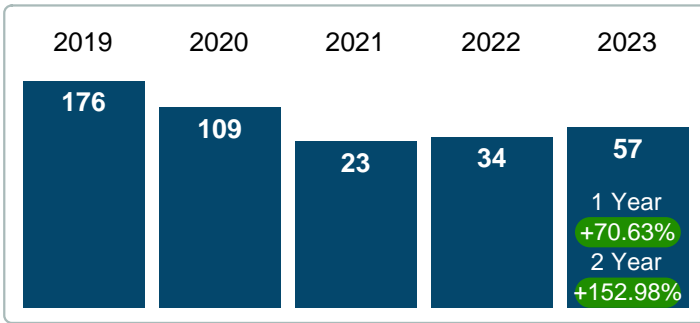
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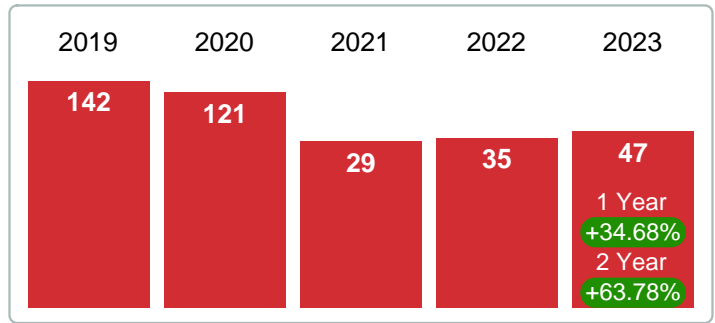
AVERAGE DAYS ON MARKET TO SALE

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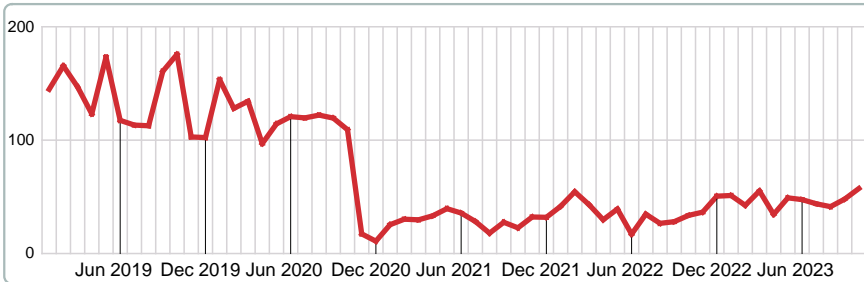
OCTOBER



YEAR TO DATE (YTD)

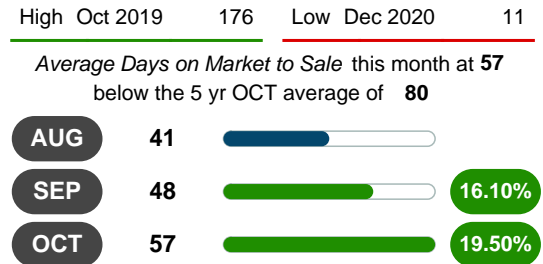


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 80



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average Days on Market to Sale by Price Range | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------|-------------------|--------------|--------------|--------------|----------------|
| \$75,000 and less | 8.20% | 52 | 64 | 1 | 0 | 0 |
| \$75,001 - \$100,000 | 11.48% | 85 | 63 | 114 | 0 | 0 |
| \$100,001 - \$125,000 | 9.84% | 64 | 16 | 159 | 0 | 0 |
| \$125,001 - \$225,000 | 34.43% | 45 | 66 | 25 | 89 | 0 |
| \$225,001 - \$250,000 | 9.84% | 66 | 56 | 68 | 0 | 0 |
| \$250,001 - \$300,000 | 13.11% | 64 | 124 | 43 | 85 | 0 |
| \$300,001 and up | 13.11% | 52 | 0 | 29 | 12 | 232 |
| Average Closed DOM | | 57 | 58 | 50 | 72 | 232 |
| Total Closed Units | 100% | 61 | 21 | 34 | 5 | 1 |
| Total Closed Volume | | 12,011,401 | 2.72M | 7.53M | 1.40M | 365.00K |

October 2023



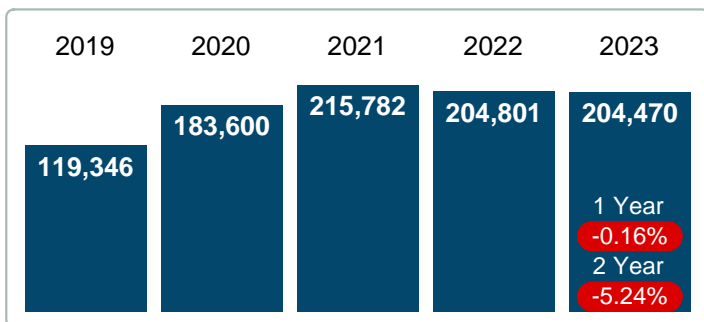
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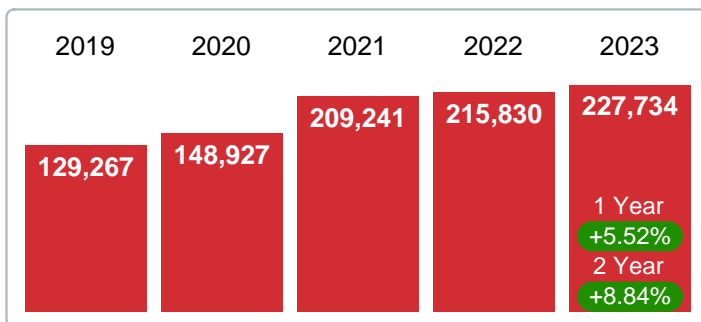
AVERAGE LIST PRICE AT CLOSING

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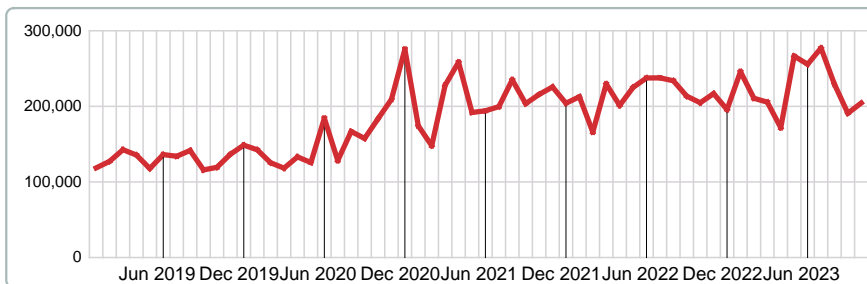
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

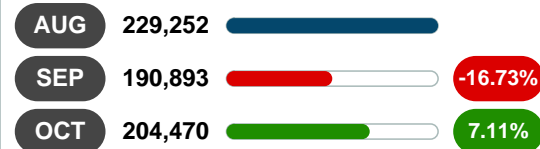


3 MONTHS

5 year OCT AVG = 185,600

High Jul 2023 277,091 Low Sep 2019 115,902

Average List Price at Closing this month at **204,470** above the 5 yr OCT average of **185,600**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average List Price at Closing by Price Range | | % | AVLPrice | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|--------|------------|----------|---------|---------|---------|
| \$75,000 and less | 5 | 8.20% | 63,560 | 64,700 | 59,000 | 0 | 0 |
| \$75,001 - \$100,000 | 6 | 9.84% | 88,167 | 88,625 | 101,167 | 0 | 0 |
| \$100,001 - \$125,000 | 5 | 8.20% | 114,880 | 118,625 | 114,950 | 0 | 0 |
| \$125,001 - \$225,000 | 21 | 34.43% | 166,969 | 173,221 | 180,183 | 170,750 | 0 |
| \$225,001 - \$250,000 | 6 | 9.84% | 237,900 | 229,500 | 252,800 | 0 | 0 |
| \$250,001 - \$300,000 | 9 | 14.75% | 281,878 | 279,900 | 284,400 | 310,000 | 0 |
| \$300,001 and up | 9 | 14.75% | 397,867 | 0 | 398,467 | 475,000 | 395,000 |
| Average List Price | | | 204,470 | 133,798 | 230,335 | 287,300 | 395,000 |
| Total Closed Units | | 100% | 204,470 | 21 | 34 | 5 | 1 |
| Total Closed Volume | | | 12,472,648 | 2.81M | 7.83M | 1.44M | 395.00K |

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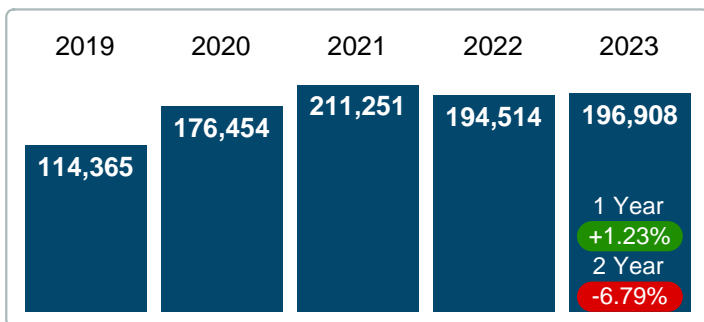
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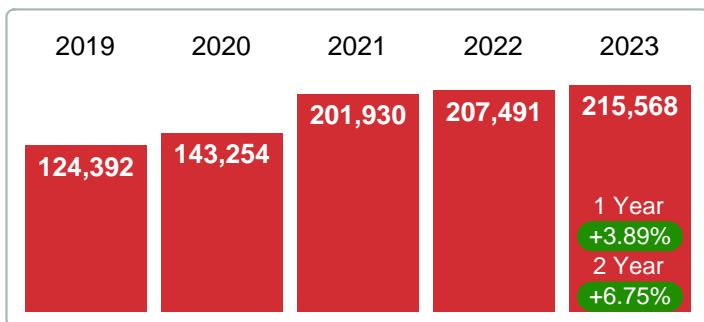
AVERAGE SOLD PRICE AT CLOSING

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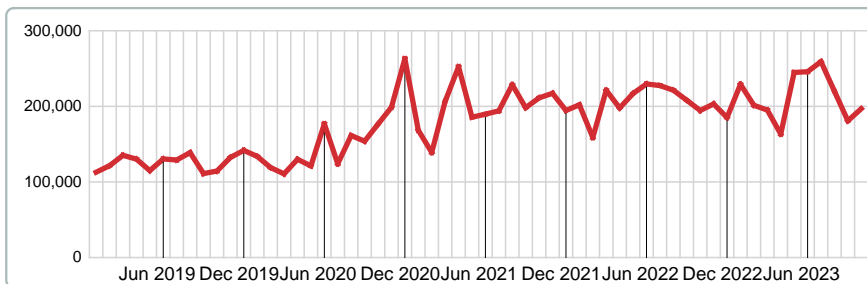
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

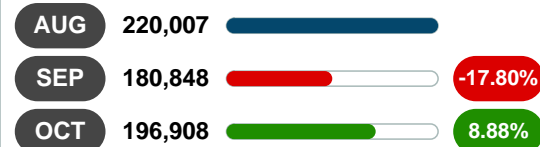


3 MONTHS

5 year OCT AVG = 178,698

High Dec 2020 262,997 Low Mar 2020 110,656

Average Sold Price at Closing this month at **196,908** above the 5 yr OCT average of **178,698**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average Sold Price at Closing by Price Range | % | AV Sale | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less | 8.20% | 61,780 | 62,475 | 59,000 | 0 | 0 |
| \$75,001 - \$100,000 | 11.48% | 84,871 | 84,150 | 85,833 | 0 | 0 |
| \$100,001 - \$125,000 | 9.84% | 114,900 | 117,375 | 109,950 | 0 | 0 |
| \$125,001 - \$225,000 | 34.43% | 173,252 | 165,929 | 177,900 | 171,000 | 0 |
| \$225,001 - \$250,000 | 9.84% | 239,633 | 227,900 | 241,980 | 0 | 0 |
| \$250,001 - \$300,000 | 13.11% | 280,113 | 269,900 | 275,200 | 297,500 | 0 |
| \$300,001 and up | 13.11% | 387,750 | 0 | 379,500 | 460,000 | 365,000 |
| Average Sold Price | | 196,908 | 129,300 | 221,591 | 279,400 | 365,000 |
| Total Closed Units | 100% | 196,908 | 21 | 34 | 5 | 1 |
| Total Closed Volume | | 12,011,401 | 2.72M | 7.53M | 1.40M | 365.00K |

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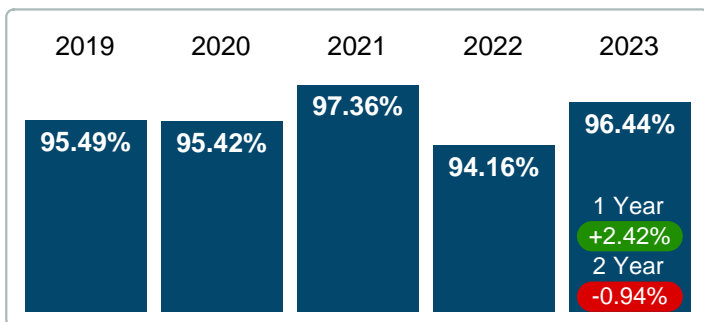
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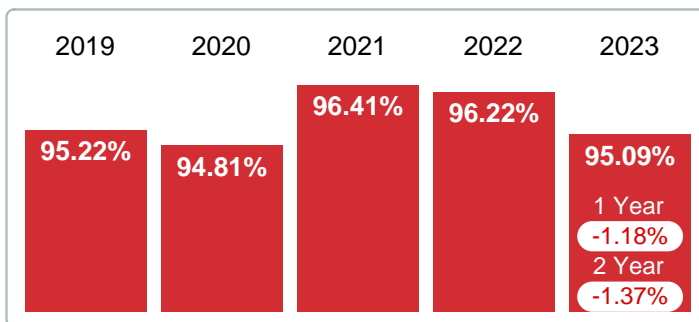
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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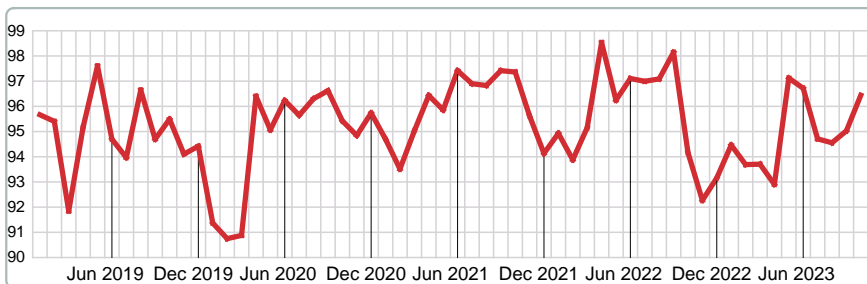
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

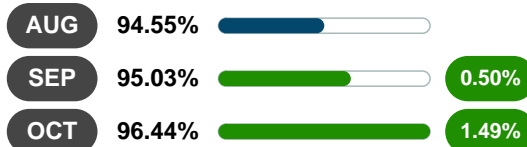


3 MONTHS

5 year OCT AVG = 95.78%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.44%** equal to 5 yr OCT average of **95.78%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range | | % | AV S/L% | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|------------|---------|----------|---------|---------|---------|
| \$75,000 and less | 5 | 8.20% | 97.40% | 96.75% | 100.00% | 0.00% | 0.00% |
| \$75,001 - \$100,000 | 7 | 11.48% | 91.17% | 94.98% | 86.10% | 0.00% | 0.00% |
| \$100,001 - \$125,000 | 6 | 9.84% | 97.97% | 99.04% | 95.83% | 0.00% | 0.00% |
| \$125,001 - \$225,000 | 21 | 34.43% | 97.99% | 95.99% | 98.80% | 100.16% | 0.00% |
| \$225,001 - \$250,000 | 6 | 9.84% | 96.39% | 99.30% | 95.81% | 0.00% | 0.00% |
| \$250,001 - \$300,000 | 8 | 13.11% | 96.60% | 96.43% | 96.86% | 96.04% | 0.00% |
| \$300,001 and up | 8 | 13.11% | 95.13% | 0.00% | 95.30% | 96.84% | 92.41% |
| Average Sold/List Ratio | | 96.40% | | 96.70% | 96.20% | 97.85% | 92.41% |
| Total Closed Units | | 61 | 100% | 21 | 34 | 5 | 1 |
| Total Closed Volume | | 12,011,401 | | 2.72M | 7.53M | 1.40M | 365.00K |

October 2023



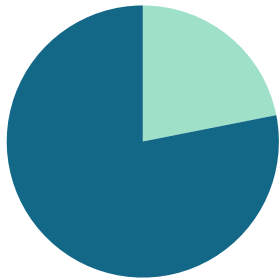
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

Report produced on Nov 13, 2023 for MLS Technology Inc.

INVENTORY

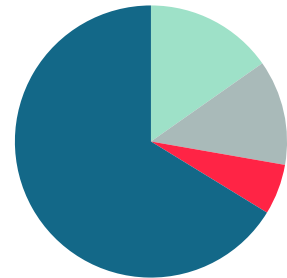


Inventory
 New Listings
74 = 21.89%
 Start Inventory
264
 Total Inventory Units
338
 Volume
\$108,064,840

Market Activity

Closed Sales
61 = 15.25%
 Pending Sales
50 = 12.50%
 Other Off Market
24 = 6.00%
 Active Inventory
265 = 66.25%

MARKET ACTIVITY



| Compared Metrics | October | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2022 | 2023 | +/-% | 2022 | 2023 | +/-% |
| Closed Sales | 73 | 61 | -16.44% | 756 | 607 | -19.71% |
| Pending Sales | 65 | 50 | -23.08% | 745 | 607 | -18.52% |
| New Listings | 82 | 74 | -9.76% | 961 | 908 | -5.52% |
| Average List Price | 204,801 | 204,470 | -0.16% | 215,830 | 227,734 | 5.52% |
| Average Sale Price | 194,514 | 196,908 | 1.23% | 207,491 | 215,568 | 3.89% |
| Average Percent of Selling Price to List Price | 94.16% | 96.44% | 2.42% | 96.22% | 95.09% | -1.18% |
| Average Days on Market to Sale | 33.62 | 57.36 | 70.63% | 35.14 | 47.33 | 34.68% |
| Monthly Inventory | 223 | 265 | 18.83% | 223 | 265 | 18.83% |
| Months Supply of Inventory | 2.93 | 4.42 | 50.90% | 2.93 | 4.42 | 50.90% |

Absorption: Last 12 months, an Average of **60** Sales/Month

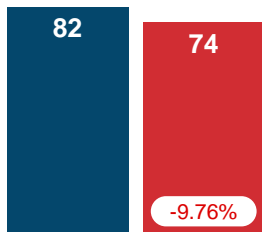
Inventory on October 31, 2023 = **265**

2022 **2023**

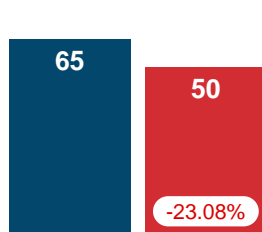
OCTOBER MARKET

AVERAGE PRICES

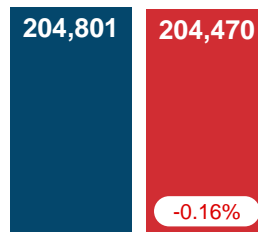
New Listings



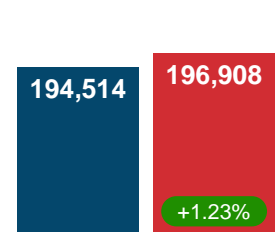
Pending Listings



List Price



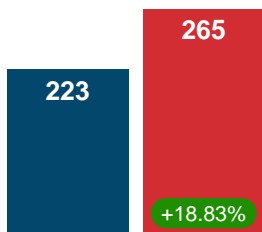
Sale Price



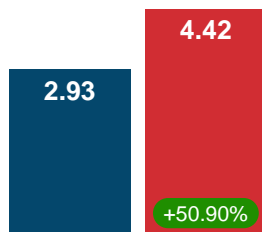
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

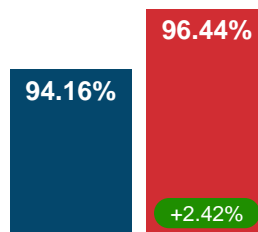
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

